

A spiral-bound notebook with a black cover is open, showing a page with the word "AGENDA" in large blue letters and "May 11-12" in smaller blue letters below it. The notebook is resting on a dark, textured surface.

AGENDA

May 11-12

Monday, May 11, 2015

9:00 a.m. **Registration**

10:00 a.m. – **Opening Remarks and**
10:20 a.m. **Tips for the SPOT BID FAIR**
Jr. Ballroom (3rd floor)

Workshops

(Concurrent Workshops)

10:30 a.m. –
Noon



How to do Business with Texas Universities

Jr. Ballroom (3rd floor)

Participants will learn how to navigate the procurement processes, and requirements of doing business with Universities.

Facilitator: Yolanda C. Strey, CTPM, CTCM
Texas State University HUB Outreach Program/
HUB Specialist

Panelists: Sylvia Bradley, CTPM, Sr. Purchaser,
Texas Tech University Health Science Center;
Elaine Chew, Director of Support Services
& HUB Coordinator, **Tarleton State University;**
Debbie Reynolds, Director of Procurement Services/
HUB Coordinator, **University of North Texas
System;** Maya Thornton, HUB Program Director,
University of Houston



Texas is Big Business. Are You HUB Certified?

Jr. Ballroom (3rd floor)

Learn how to apply for HUB certification, manage your vendor profile, and search the Centralized Master Bidders List and HUB Directory, the Electronic State Business Daily, and more!

Presenter: Keisha Gash, Statewide HUB Program Marketing Coordinator, Texas Comptroller of Public Accounts



Writing a Winning Proposal

Jr. Ballroom (3rd floor)

A great proposal can be decisive in winning a contract while a poor proposal can cause you to lose the contract, even if everything else in the process is flawless. This course will highlight key tips on how to write a winning proposal.

Presenter: Norma Barrera, Director of Purchasing and Contracts



Structuring Your Marketing Plan

Jr. Ballroom (3rd floor)

Presenting tools that will help small businesses market to state government. Learn how to obtain historical information on state government procurement and use it to formulate your marketing plan, as well as identify tools to assist your firm in business development.

Presenter: Laura Cagle, HUB Director, Texas Commission on Environmental Quality

Noon –

1:30 p.m.

Lunch on Your Own

1:30 p.m. –
5:00 p.m.



Senator Royce West's "Doing Business Texas Style" SPOT BID FAIR

Exhibit Hall Arena (1st floor)

Small and Historically Underutilized Businesses will have a unique opportunity to compete for bid awards and network with State Agencies and Institutions of Higher Education. Bid proposals must be submitted on-site at the **SPOT BID FAIR**.

Attendees are encouraged to prepare their bid proposals prior to attending the event. Bid opportunities for the **SPOT BID FAIR** are available for view at: http://www.tpwd.state.tx.us/business/bidops/current_bid_opportunities/index.shtml

***** Bids are due no later than the time specified on the bid packet. *****



HUBEXPO

Statewide Historically Underutilized Business Program
2015 Procurement Connection Seminar & EXPO

1:30 p.m. –
4:30 p.m.



“Construction Project Opportunities” One-On-Ones for Professional Services and Construction Firms

Jr. Ballroom (3rd floor)

Register in advance to meet one-on-one for up to 10 minutes with general contractors, architecture firms, and University of Texas institutions on current and future contracting and subcontracting opportunities.

Facilitator: Hopeton Hay

Participating Entities: UT System,
UT Arlington, UT Austin, UT Dallas,
UT Southwestern Medical Center and a
host of general contractors and architects

(Concurrent Workshops)

2:30 p.m. –
3:30 p.m.



How to Become a Texas Department of Information Resources (DIR) Vendor

Jr. Ballrooms (3rd floor)

Learn how the State of Texas procures IT related products and services, and how vendors can bid on cooperative contracts that will be used by state, local and public education institutions across Texas, as well as public entities from other states.

Presenter: Lisa Maldonado, CTP, CTPM, CTCM,
HUB Coordinator, Texas Department of
Information Resources



Texas Department of Transportation’s (TXDOT) Disadvantaged Business Enterprise (DBE) and HUB Program

Jr. Ballroom (3rd floor)

This workshop will provide information on the steps to become a DBE with TXDOT and how to participate in the Texas Unified Certification Program (TUCP); information provided will include objectives of the DBE Program and HUB Program initiatives.

Learn how to access federal and state contracts and procurement opportunities with TXDOT’s highway, transit, port authority and airport projects.

Presenters: Carlos A. Balderas, HUB Program
Director, Office of Civil Rights, Texas Department
of Transportation; Carlton Cooper, Business
Development Specialist, Texas Department of
Transportation; Joe Sanchez, Diversity and
Economic Opportunity Section, Texas Department
of Transportation

Tuesday, May 12, 2015

9:00 a.m. –
3:00 p.m.



Senator Royce West’s “Doing Business Texas Style” SPOT BID FAIR

Exhibit Hall Arena (1st floor)

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***** Bids are due no later than the time specified on the bid packet. *****

(Note: The SPOT BID FAIR will break for lunch at 11:30 a.m., and resume at 1:30 p.m.)

11:30 a.m. –
1:30 p.m.

Lunch on Your Own